



# MILFORD

. . . on the Move

October 2006

ACCE/NAMD Award for Excellence Finalist

## Mark Your Calendar

### October 16<sup>th</sup>

4:30 PM

✂ **Ribbon Cutting**

H. Mangels Confectioner  
107 River Street

### October 17-19<sup>th</sup>

Membership Drive  
Milford Chamber

### October 19<sup>th</sup>

5:00—7:00 PM

☺ **Business After Hours**

People's Bank, 190 Broad St.

### October 20<sup>th</sup>

Noon

✂ **Ribbon Cutting**

Patriot National Bank  
771 Boston Post Road

### October 27<sup>th</sup>

Noon

✂ **Ribbon Cutting**

MakeupMakeup  
24 Broad Street

### November 3<sup>rd</sup>

8:30 AM

☀ **Good Morning Milford** "How to market yourself and your business on a low to no budget" *Presented by New Haven SCORE*  
Milford Chamber Boardroom

### November 10<sup>th</sup>

8:30 AM

☀ **Business Before Hours & New Member Reception**

Cracker Barrel Restaurant  
30 Research Drive, Milford

### November 16<sup>th</sup>

5:00—7:30 PM

☺ **Business After Hours**

Business to Business Expo & A Taste of the Chamber  
Pyramid Shriners  
349 Wheelers Farm Road

## The Captain's Ball "Wows" Membership



"A great time was had by all who attended," said Tracy O'Brien, Cruise Director of the Captain's Ball. "The food and service were wonderful and the band provided us with great music to dance the night away. Villa Bianca and the committee did an outstanding job. It was a great night of networking and incredible fun."



### Thanks to Our Sponsors

#### Cruise Sponsor

Raymond A. Macaluso,  
Westcott & Mapes, Inc.

#### Lido Deck Sponsors

John Hebert Jeweler  
Smith Craft Real Estate  
South Central Connecticut Regional  
Water Authority  
Subway World Headquarters  
West Shore Realty

### Promenade Deck Sponsors

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Beachwood Florist  
BIC Corporation  
Golden Hill Health Care Center  
The Milford Bank  
Spectrum Associates  
West River Health Care Center

#### Photo Sponsor

Milford Photo, Inc.  
Mary Hegarty Neschke  
Photography



*A very special thanks to our Captain's Ball Committee who worked hard to make this event so successful!*

Cruise Director, Tracy O'Brien, Marvin Display 1, LLC  
Kathleen Alagno, Milford Chamber of Commerce  
Kimberly Freda, The Milford Bank  
Louise Hebert, John Hebert Jewelers  
Paula Kranyak, Subway Franchise World Headquarters  
Peter Lee, BIC Corporation  
Phyllis Warakomski, New England Alliance Mortgage



# Milford Chamber of Commerce Business to Business Expo & Taste of the Chamber

November 16, 2006 ■ 5:00 - 7:30 PM

Pyramid Temple Shriners  
349 Wheelers Farm Road

Join us at our annual Tabletop Expo highlighting greater Milford area businesses showcasing their products and services with a **new twist** ..... "A Taste of the Chamber".

- \* Take this unique opportunity to showcase your products and services to other businesses and professionals.
- \* Enjoy food and beverages from local Chamber Members.
- \* A great chance to network.
- \* Enjoy food samples from 8 local eateries.
- \* Beer & wine tasting from 2 local spirit shops.
- \* Begin your holiday shopping
- \* Great door prizes!



- Expo table cost: \$139 **plus one door prize with a minimum value of \$20.**
- Price includes a table and admission for two company representatives.
- Bring your display, brochures and plenty of business cards.
- Limited electricity is available, call us now!

***Make your reservations for a table NOW by calling Nell Moll at the Milford Chamber, 878-0681, nmoll@milfordct.com or fax 876-8517***

*A special thanks to our participating restaurants & Spirit Shops:*

**ARMELLINO'S RESTAURANT \* CAFÉ ATLANTIQUE, LLC \* CANCUN CHARLIES \* CRACKER BARREL \* DAKOTA RESTAURANT \* POND POINT WINE & SPIRIT \* SOUP 2 NUTZ \* WATER'S EDGE DELI & CATERING \* WINES UNLIMITED WAREHOUSE**

## MEMBER MILESTONES



Milford Photo has been named 1st Place to Get Your Film Processed as well as Best Camera Shop by the New Haven Advocate "Best of" Readers Poll.

Congratulations to ***Sterling Forms & Computer Supplies*** Celebrating their 15th Year Anniversary.

**40 Under 40** The New Haven Business Times recently recognized forty New Haven business persons under 40 years old as of December 31, 2006. These individuals were chosen for their professional success and community involvements. Milford Chamber members Steve Cartier of GMAC Mortgage Corp. and Scott Moulton of AXA Advisors, LLC

were among the honorees. *Congratulations to Steve and Scott for their accomplishments!*

*Congratulations*

**Do You Have News to Share?**

Submit your business announcements to Member News by emailing  
**lworobel@milfordct.com**

**Supporting Our Own...**



**Just a reminder for you to support our chamber members!**

As the holidays approach and you are deciding where to shop and possibly eat, remember to keep in mind your fellow members. We all work together to support our local economy and what better way than by using your fellow members?

Also, services make great gifts, so don't forget our many members who make life easy for us, friends and families. Milford Money will support many of them, so come on in to the Chamber to purchase gift checks and our new collectible ornament.

In addition, supporting the Devon and Walnut Beach business community should be on your list. They have had a tough time with the bridge closures and could use your support.

**Enjoy your Milford shopping experience!**



Now taking orders for.....

**Taylor Library Building Collectible Ornament**



First ornament in our commemorative limited series. Only 250 produced. Donation \$19.99 including tax Proceeds to benefit the Milford Chamber of Commerce Festival of Lights Tree Lighting Fund.

Place your order now! Delivery mid-October.



**“MEMBERSHIP<sup>dis</sup>COUNTS” Program**

**What is the MEMBERSHIP<sup>dis</sup>COUNTS Program?**

A savings and discount program for chamber members and their employees.

**What are the Benefits of Participation?**

An opportunity for you to promote your company or organization to other chamber members through the MEMBERSHIP<sup>dis</sup>COUNTS brochure and chamber website exposure. The booklet will be printed twice a year and distributed to the membership via our mailer.

**Who should participate?**

- Any Milford Chamber Member who has a products, service or business they want to promote.
- Any Milford Chamber Member who would like to increase visitations to their place of business through discounts, savings or promotions.

**How does the membership benefit?**

- By taking advantage of offerings and savings from our members.
- By offering these benefits out to your employees.



**How do I sign up?**

Contact the Milford Chamber of Commerce Today! 878-0681

**27 FEET OF PONYTAILS CUT OFF!**

27 feet of ponytails and braid were cut off by downtown Milford hair salon employees of Harbor Lites Hair Design on August 13th. Lisa Mizzone salon owner, and her team of dedicated stylists donated their time and talent to create new “do’s” for the hair donors. The ponytails and braids that were cut off were donated to Locks of Love, a non-profit organization that provides hairpieces to financially disadvantaged children suffering from medical hair loss.

More than 40 participants came in for a trim, or offering a “Trade Your Braid” donation. Thirty women and one man donated their hair to be used in making wigs for ill children. This events was organized by Tessa Marquis a member of the Milford Chamber of Commerce Board of Directors, who was the first to have her 25 inch braid cut off. Over 27 feet of ponytail or braid and more than \$500 in cash donations were gathered

within the five hour cut a thon.

“The outpouring of generosity is very touching,” said Chamber President Kathy Alagno, “especially from our Chamber members like Lisa Mizzone and T e s s a Marquis, who pulled the entire event together for us.”





# 2006

**THANKS TO ALL OF OUR SPONSORS!**

Event Sponsor  
**BIC Corporation**

Dinner Sponsor  
**The Milford Bank**

19th Hole Sponsor  
**Smith Craft Real Estate**

Luncheon Sponsor  
**Colonial Toyota**

Registration Sponsor  
**Westfield Connecticut Post**

**Congratulations to  
Our Winners!**

**First Place Foursome (56)**

Peter Biondi, Brian Muthersbach,  
Jason Longo

**Second Place Foursome (58)**

David Hulme, Mark Losh,  
Kevin Mola, Jim Gillespie

**Highest Score (80)**

Chris Fasciano, Matt Coble  
Pete Zafiropoulos, Aaron White

**Closest to the Pin—Hole #12**

Men—Mike Richetelli (5' 10")

**Longest Drive—Hole #6**

Women—Debbie Warrek  
Men—Steve Burkhart

**Putting Contest**

1. Jack Flaherty
2. Sol Mahoney
3. Steve Makosky





**Golf Cart Sponsor**  
**NewAlliance Bank**

**Photo Sponsor**  
**Milford Photo**

**Bag Drop Sponsor**  
**XEROX**

**CORPORATE SCHOLARSHIP SPONSORS** Advanced Placement • Berchem, Moses & Devlin • C. A. McInnis & Associates • Creative Health & Fitness • Garden Meadow • McInnis Contracting Services • Milford Lions Club • Milford Oyster Festival 51<sup>st</sup> Anniversary • Napoli Indoor Auto Outlet/Suzuki • Napoli Nissan • New Standard Institute • R. J. Reuter Business Consulting • Robert H. Thomas • Spectrum Associates, Inc. • Steve Cartier of Countrywide Home Loans • Steve Spector • Stonebridge Restaurant • Subway Franchise World Headquarters • University of New Haven

**FIRST HOLE IN ONE PRIZE AUTO SPONSORS** Land Rover of Milford • Napoli Nissan

**PUTTING CONTEST SPONSOR** Orange Research

**PUTTING GREEN SPONSOR** Dichello Distributors • Durham School Services • Hurwitz, Sagarin, Slossberg & Knuff • IKON Office Solutions • People's Bank

**TENT SPONSOR** Ameriprise-Woodbridge • Commerce Bank • Tri-City Heating & Cooling

**REFRESHMENT STAND SPONSORS** Cold Stone Creamery • Harlow, Adams & Friedman • Preotle & Lane Associates

**GREEN SPONSORS** Milone & Mc Broom • RE/MAX Right Choice Realty

**AD BOOK SPONSORS** Regional Water Authority

**CLOSEST TO THE PIN MEN, SPONSOR** Glenn D. Beck C.P.A.

**CLOSEST TO THE PIN WOMEN, SPONSOR** Alinabal, Inc.

**LONGEST DRIVE MEN, SPONSOR** New England Stone

**LONGEST DRIVE WOMEN, SPONSORS** Northeast Electronics • Westcott & Mapes



**HOLE SPONSORS** Action International - Bob Kademian • Adecco • Agro Construction • Alarcon Tire • All Seasons Catering Service • Anderson & Faber Insurance Assoc., Inc. • Andy Ross Group • Arnold Peck's Commercial World • ASR Corporation • AT&T • AXA Advisors, LLC - Scott Moulton • Beachwood Florist • Beard Sand & Gravel Company, Inc. • Boyle Insurance Services, LLC • Burns & Kelly Insurance • Cancun Charlie's • Climate Partners • Cody & Gonillo Law Firm • Cody White Funeral Service • Cohen Law Firm, LLC • Connecticut Property Appraisers • Connex Credit Union • Dey Smith, LLC • Division Eight • Fordal, Inc. • GMAC Mortgage Corporation • Go Environmental • Golden Hill Health Care Center • H. Mangels Confectioner, LLC • HDTV WAREHOUSE • Hebert Jewelers • humanitects, inc. • Hy's Livery Service • Kapusta & Otzel • Kara K. DeRosa, Esq. • Maintenance Technologies • Mar-Len Printing • Mike's Lock & Key • Milford Land Title • Mr. Sign • New England Alliance Mortgage • Nicholson Associates • Pink by the Harbor • RJ Reuter Business Consulting • Securitas Security Services USA • Sensitive Care • Shamrock Financial Services • Springhill Suites • Sterling Forms & Computer Supplies • Steve Cartier, Countrywide Home Loans • Sunset Shores of Milford/Stratford • Teddy's Limousine • The Center for Naturopathic Medicine, LLC • The Party People • The Russell Agency • U-Store-It • Visiting Nurse Association of South Central Connecticut • West Shore Realty • Williams Agency • Words To Grow On

## Welcome New Members *(as of October 4th)*

### Action International - Paul Lavoie

487 Howe Avenue, 2nd Floor  
Shelton 06484  
954-0035  
*Business Coaching, Training & Development*

### Advantage Group Associates, LLC

P.O. Box 3426, Milford  
878-8787  
*Business Consultants*

### Allstate Insurance Company/ The Adinolfi Agency

180 Amity Road  
Woodbridge, 06525  
387-2888  
*Insurance/Financial & Retirement Planning*

### Ameriprise Financial Services

3 Schooner Lane, Suite 115, Milford  
878-0879  
*Financial Advisors*

### Ardmore Business Forms

P.O. Box 5345, Milford  
878-1835  
*Office/Business Forms & Supplies*

### Atlantic National Mortgage

18 Kings Highway North  
Westport, CT 06880  
203-227-7100  
*Mortgage Loans*

### Bailey, Moore, Glazer, Schaefer & Proto

16 Lunar Drive, Woodbridge 06525  
397-7700  
*Accountants*

### Baker Properties Limited Partnership

485 Washington Avenue  
Pleasantville, NY 10570  
914-747-1550  
*Real Estate/Commercial/Dev,  
Mgmt, Investments & Leasing*

### Bankers Life & Casualty

472 Wheelers Farms Road, Milford  
877-7100  
*Insurance/Financial & Retirement Planning*

### The Blue Turtle

1201 Boston Post Road, Milford  
878-3183  
*Restaurants*

### Bridgeport Shooting Range

1918 Stratford Avenue, Bridgeport 06607  
257-7303  
*Shooting Range*

### Cohen's Fashion Optical

1201 Boston Post Road, Milford  
878-2020  
*Optical, Optometrist, Ophthalmologist,  
Optician, Optical Lab*

### Colonial Supplemental Insurance

60 Hawley Avenue, Unit #8, Milford  
829-2575  
*Insurance*



### Commerce Bank - Milford

1361 Boston Post Road, Milford  
888-751-9000  
*Banks*

### Composition Materials Co, Inc.

125 Old Gate Lane, Milford  
874-6500  
*Manufacturing*

### Computertots Computer Explorers

20 Belle Circle, West Haven, 06516  
932-2823  
*Computer Services/Network Solutions*

### Connecticut Pest Elimination, Inc.

302 Campbell Ave., West Haven 06516  
931-7378  
*Pest Control Services*

### Easter Seals Goodwill Industries

95 Hamilton Street, New Haven, 06511  
777-2000  
*Employment & Training*

### Eastern Glass Company Inc

940 Boston Post Road, Milford  
874-5754  
*Glass-Auto, Plate, Window, Etc.*

### Joyce Michaels Elwell, Attorney at Law

22 Lafayette Street, Milford  
877-2640  
*Attorneys*

### Gaje Healthcare Consulting, Inc.

57 Plains Road, #3-C, Milford  
878-6247  
*Consultants*

### Genworth Financial

Boston Post Road, Milford  
877-4025  
*Insurance/Financial & Retirement Planning*

### J & R Insurance Services

50 Cherry Street, 1st Floor, Milford  
701-0980  
*Insurance*

### Jaques Irrigation

134 Home Acres Avenue, Milford  
874-5399  
*Irrigation*

### K-5 Arms Exchange

962 Boston Post Road, Milford  
876-9981  
*Guns & Fishing Equipment*

### Key Hyundai

566 Bridgeport Avenue  
877-6820  
*Automobile Dealers*

### KIA of Milford

908 Bridgeport Avenue,  
878-9989  
*Automobile Dealers*

### Literacy Center of Milford, Inc

16 Dixon Street, Milford  
878-4800  
*Non-Profit*

### MakeupMakeup

24 Broad Street, Milford  
783-9096  
*Cosmetics/Skin Care*

### Mannatech - The Wellness Group

27 S. Kerema Avenue, Milford  
878-2604  
*Health & Wellness Consulting*

### Milford Financial Center

50 Cherry Street, Milford  
701-0999  
*Business Organization*

### Milford Firearms, LLC

234 New Haven Avenue, Milford  
877-8886  
*Guns & Fishing Equipment*

### Milford Technology Associates, LLC

51 Kay Avenue, Milford  
395-5334  
*Computer Services/Network Solutions*

### Law Offices of Eric Opin & Associates

266 Broad Street, Suite H, Milford  
878-5881  
*Attorneys*

### Patriot National Bank

771 Boston Post Road, Milford  
203-517-5300  
*Banks*

### PBJ Events, LLC

236 West Elm Street, New Haven,  
605-4419  
*Event Planning & Management*

### Pinkerton Consulting & Investigations

321 Research Parkway, Meriden, 06450  
237-7778  
*Investigations*

### RealtyQuest

58 River Street, Milford  
201-647-0303  
*Real Estate/Residential & New Homes*

### Rita's Water Ice

28 Ocean Avenue, West Haven, 06516  
931-0031  
*Ice Cream Shop*

### Shoreline Landscaping

60 James Street, Milford  
627-2038  
*Landscaping*

### Smith Barney/Citigroup

195 Church St., 8th Floor, New Haven  
786-8356  
*Financial Advisors/Investment Mgmt.*

### Supertraining, Inc.

167 Cherry Street, #404, Milford  
874-8484  
*Business Consultants*

### Supreme Sealers

142 Summer Lane, North Haven, 06473  
234-9553  
*Paving Contractors*



## TAKE THE LEAD



### What Can “Leads Groups” Lead to?

For starters how about increased business? That is the focus of the Milford Chamber’s Leads Groups. Many would agree that word of mouth advertising is one of the best ways of obtaining new clients for your business.

Here at the Chamber, we have found a way of taking this concept to the next level through our Leads Groups.

Currently, there are three groups which meet weekly. The groups are made up of a wide variety of industries. There can be only one representative from each industry to avoid any conflicts. Each member comes to the meetings with a willingness to share contact names and information on existing clients.

We make it a point of getting to know one another, through presentations about our companies or businesses,

and explaining what an “ideal” lead is. We encourage contacts outside the group as well. There is a mutual respect and professionalism that leads to strong working relationships and often friendships.

### Milford Chamber of Commerce Leads Group Meetings

Tuesday & Wednesday  
8:30 - 9:30 a.m.



Friday 12:00 - 1:00 p.m.

## HealthCare Cost Rising?



**CHAMBERS OF COMMERCE  
TO THE RESCUE!**

Chambers of Commerce and the Chamber Insurance Trust (CIT) offer a lifeline for small and medium-sized businesses burdened by rising healthcare costs. Chamber members get the following:

- *CIT's Integrated Benefit Solution* that saves up to 40% on insurance premiums through cost-sharing options like healthcare reimbursement accounts
- Bottom-line employer dollar savings
- Tax savings through effective use of IRS codes
- Ongoing collaboration with chamber members, employees and agents to incorporate the latest savings programs
- Best health benefit plan at the right price

*Isn't it time to join your local Chamber of Commerce and get rescued from rising healthcare costs? The Chamber-CIT alliance and ConnectiCare health plans can be your lifeline.*

Call toll-free today:

**1-866-562-2522**

Coverage is provided by and services are administered as follows: In Connecticut: HMO and POS coverage is underwritten by ConnectiCare, Inc. In Massachusetts: HMO and POS is underwritten by ConnectiCare of Massachusetts, Inc. PPO coverage and ASO/Self-funded services are administered or underwritten by ConnectiCare Insurance Company, Inc. Assurity at Work products are distributed by Producer Partners, Inc., and coverage is underwritten by Assurity Life Insurance Company.



## SCRAPBOOK OF RECENT CHAMBER EVENTS



*In July members enjoyed networking on the patio at Business After Hours, Buffalo Wild Wings, Westfield Connecticut Post*



*Waters Edge Deli celebrated their 1st Anniversary with a ribbon cutting.*



*ABC Printing celebrated their expansion with a ribbon cutting.*



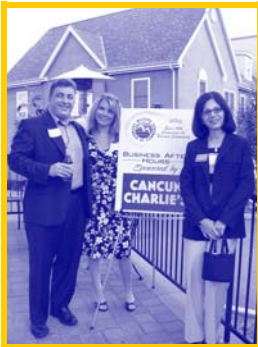
*Ken Warren presented a seminar on marketing at September's Good Morning Milford.*



*A ribbon cutting ceremony was held at Ruby Slippers in celebration of their 5<sup>th</sup> Anniversary.*



*Bella's Deli celebrates their grand opening with a ribbon cutting ceremony in September.*



*Cancun Charlie's hosted the Business After Hours in September.*



*Julie Brander and Bob Esposito of SCORE led a Good Morning Milford Seminar in October.*



**NO TRICKS  
JUST TREATS!**

**With the holidays quickly approaching, treat your employees to "Milford Money" redeemable at over 100 participating member businesses in the Milford area.**

*"Milford Money" gift certificates are available in \$5, \$10 and \$25 denominations and may be purchased at:*

- Milford Chamber of Commerce - 878-0681
- The Milford Bank (all 4 branches) - 783-5700
- Online at [www.certifichcks.com](http://www.certifichcks.com)



**Milford Chamber of Commerce**  
5 Broad Street, Milford, CT 06460  
Phone: 203-878-0681 / Fax: 203-876-8517  
[chamber@milfordct.com](mailto:chamber@milfordct.com) / [www.milfordct.com](http://www.milfordct.com)